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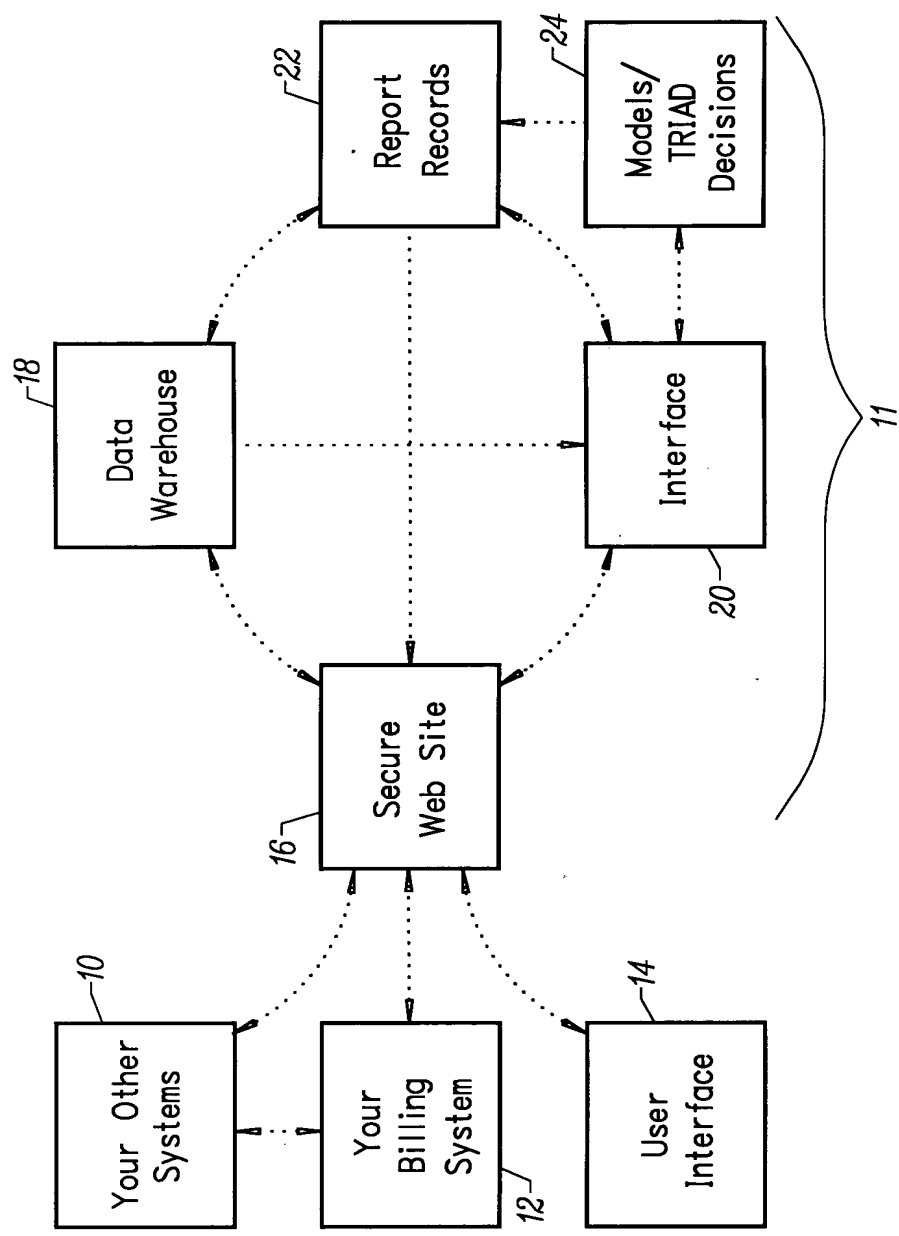
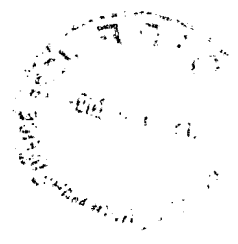
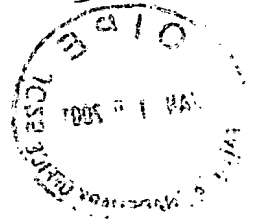


FIG. 1

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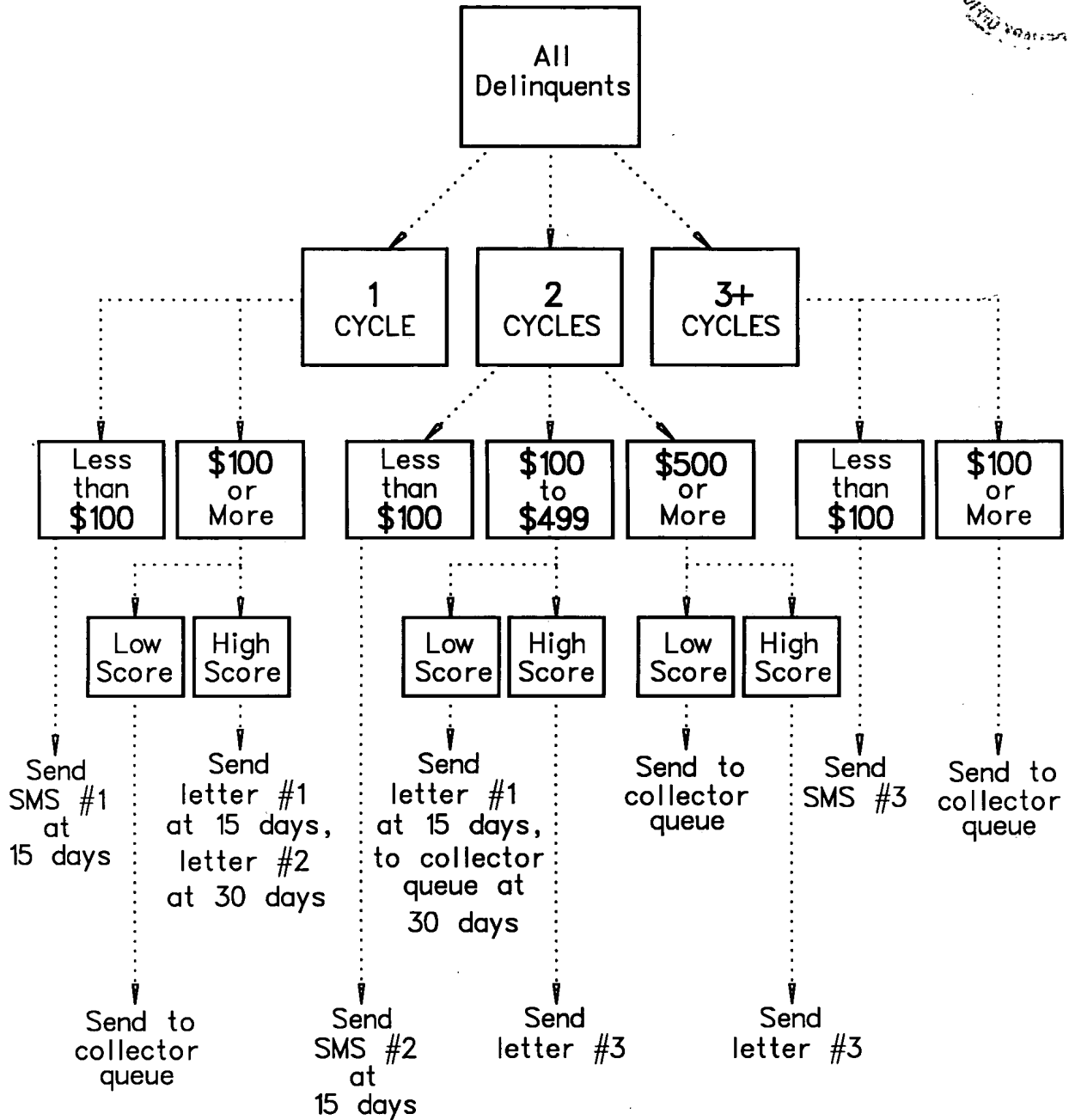
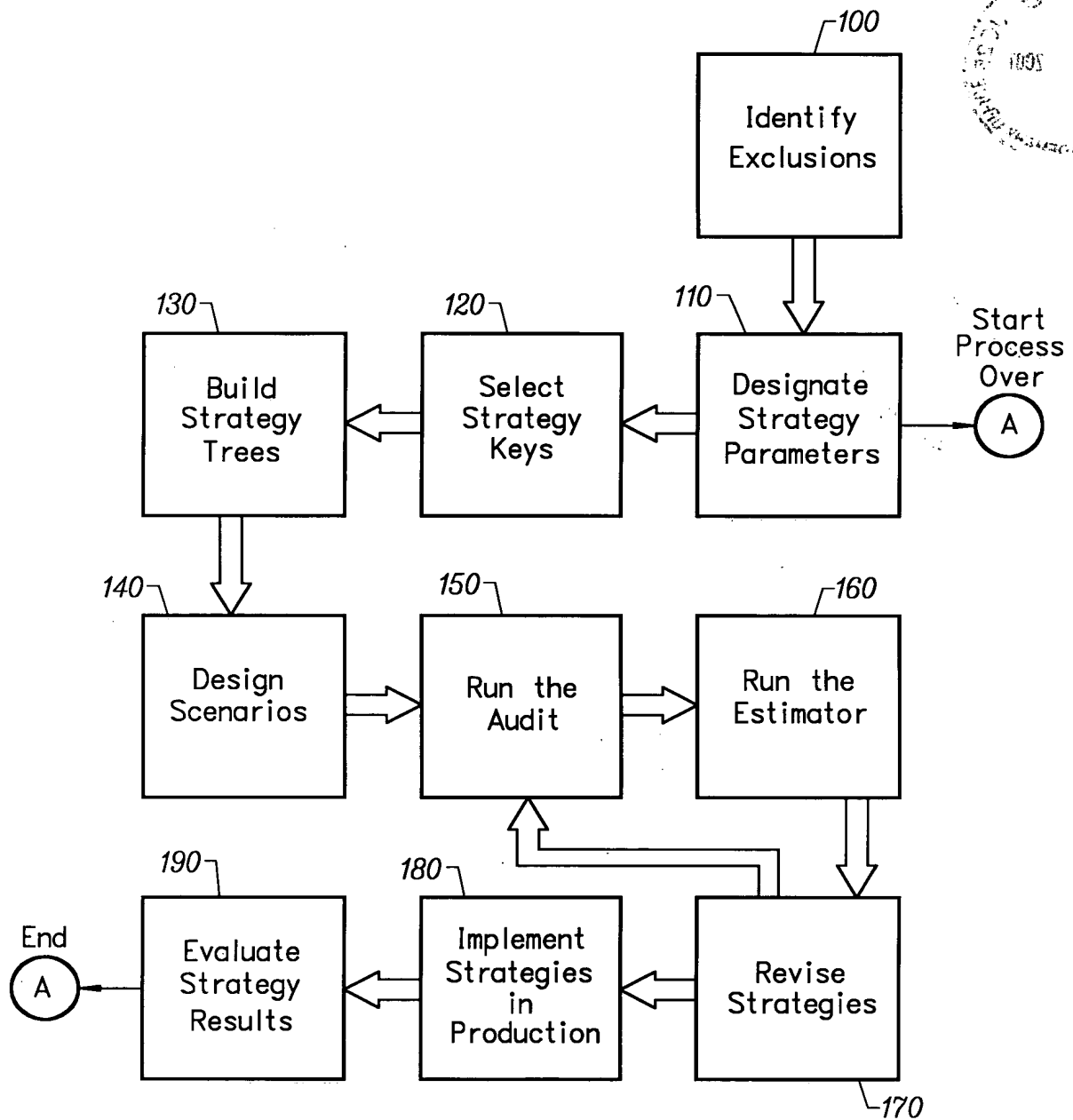


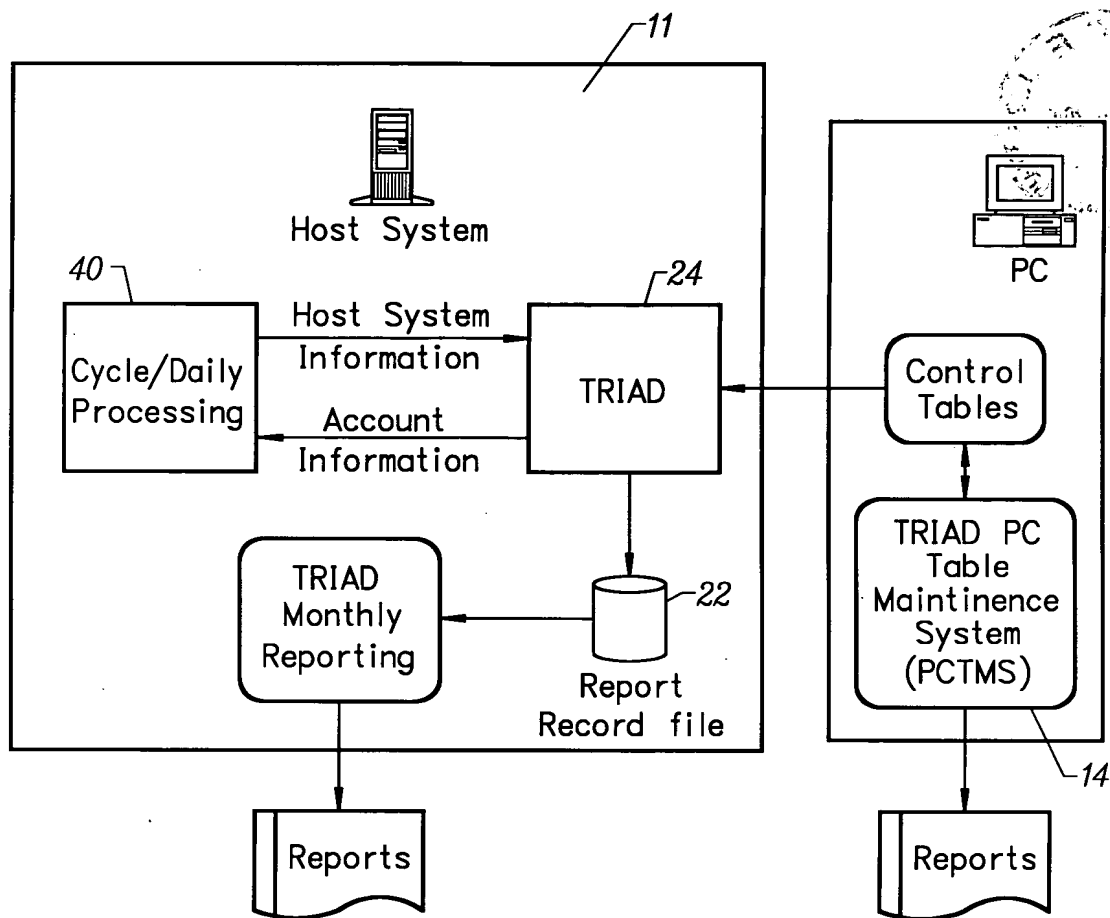
FIG. 2



Steps in the TRIAD design process

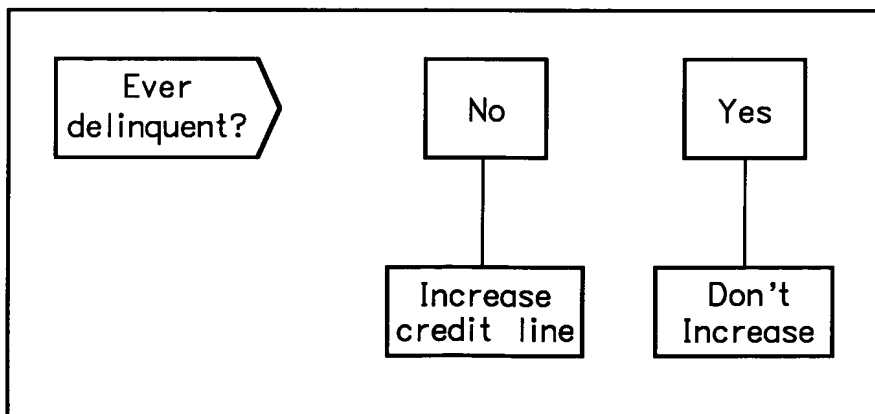
FIG. 3

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TRIAD processing work flow for all decision areas.

FIG. 4



Simplified rendering of a strategy with a single strategy key and two scenarios.

FIG. 5



Overlimit - Strategy Parameters

Strategy ID
901 - Overlimit Champion

Amount Breakpoint: 9999999

% Utilization Breakpoints

1	2	3	4	5	6
100	105	110	115	120	125

OK Cancel Apply

Overlimit Breakpoints in the Overlimit Collections - Strategy Parameters dialog box.

FIG. 6

Delinquent Collections Scenerios

Billing/Due Date Actions
218 - Ltr 789, Blk, Col 030

Billing/Due Date Actions

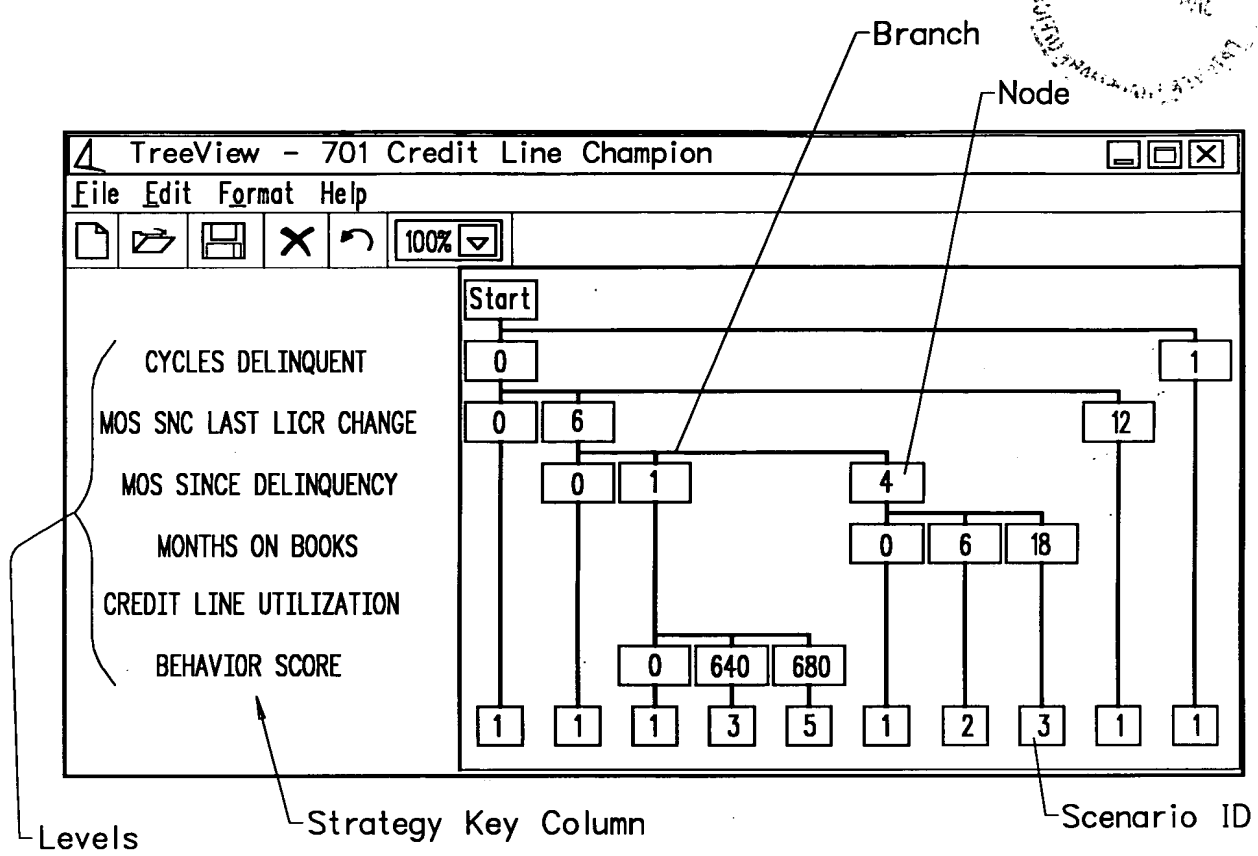
	Stmt Msg	Stmt Insert
	123	1

	Day	Coll. Ind	Block Code	Letter ID
Action 1	0	030 - 30 days. Severity = 30	A - Block A. Severity = 5	
Action 2	15	030 - 30 days. Severity = 30	F - Block F. Severity = 30	
Action 3	20	NCQ - No contact. Severity = 80	G - Block G. Severity = 35	

OK Cancel Apply

Action/Day fields in Delinquent Collections - Scenarios dialog box.

FIG. 7



Example of a Credit Line strategy tree.

FIG. 8

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Audit Report

TRIAD - STRATEGIC ACCOUNT MANAGEMENT SOFTWARE
AUDIT CONTROL TABLE REPORT

D : SAMS900A-41-V6.00
NG DATE : 02/10/2000

STRATEGY DEFINITION TABLE (CREDIT LIMIT)

ROW NBR	DEC AREA	STGY ID	ACTUAL KEYS	STGY DEFN SUB-KEY LABELS AND KEY NUM					
				01	02	03	04	05	06
001	L	150	007	ACCT TYPE	ACTION AGE	MONTHS ON BOOKS	CB RISK SCORE	GENERIC SCORE	CREDIT LINE 1
				085	036	050	030	090	03
				STGY DEFN SUB-KEY LABELS AND KEY NUM					
				09	10	11	12	13	14
				PARAMETERS/TRIGGERS					
				MIN MONTHS					

CR
IN

Example of Strategy Definition tables in PCMTS Audit report.

FIG. 9

Estimator Control

Environment Name: Test

Estimator Parameters

Expected Processing Date (YYYYMMDD): 20000210 Realign Scores?: ☒ ☐

Authorization Holiday Indicator: ☒ ☐

Report Option

SPID Selection: ☒ ALL ☐ ☐

Roll-up Option: ☒ D ☐ ☐

Report Set

Total Amount: ☒ Y ☐ ☐

Average Amount: ☒ N ☐ ☐

% of Column: ☒ N ☐ ☐

% of Flow: ☒ N ☐ ☐

Report Version

SpidCntl Report: ☒ Y ☐ ☐

StgyAsmt Report: ☒ Y ☐ ☐

Strategy Report: ☒ Y ☐ ☐

Scenerio Report: ☒ Y ☐ ☐

TbDefn Report: ☒ Y ☐ ☐

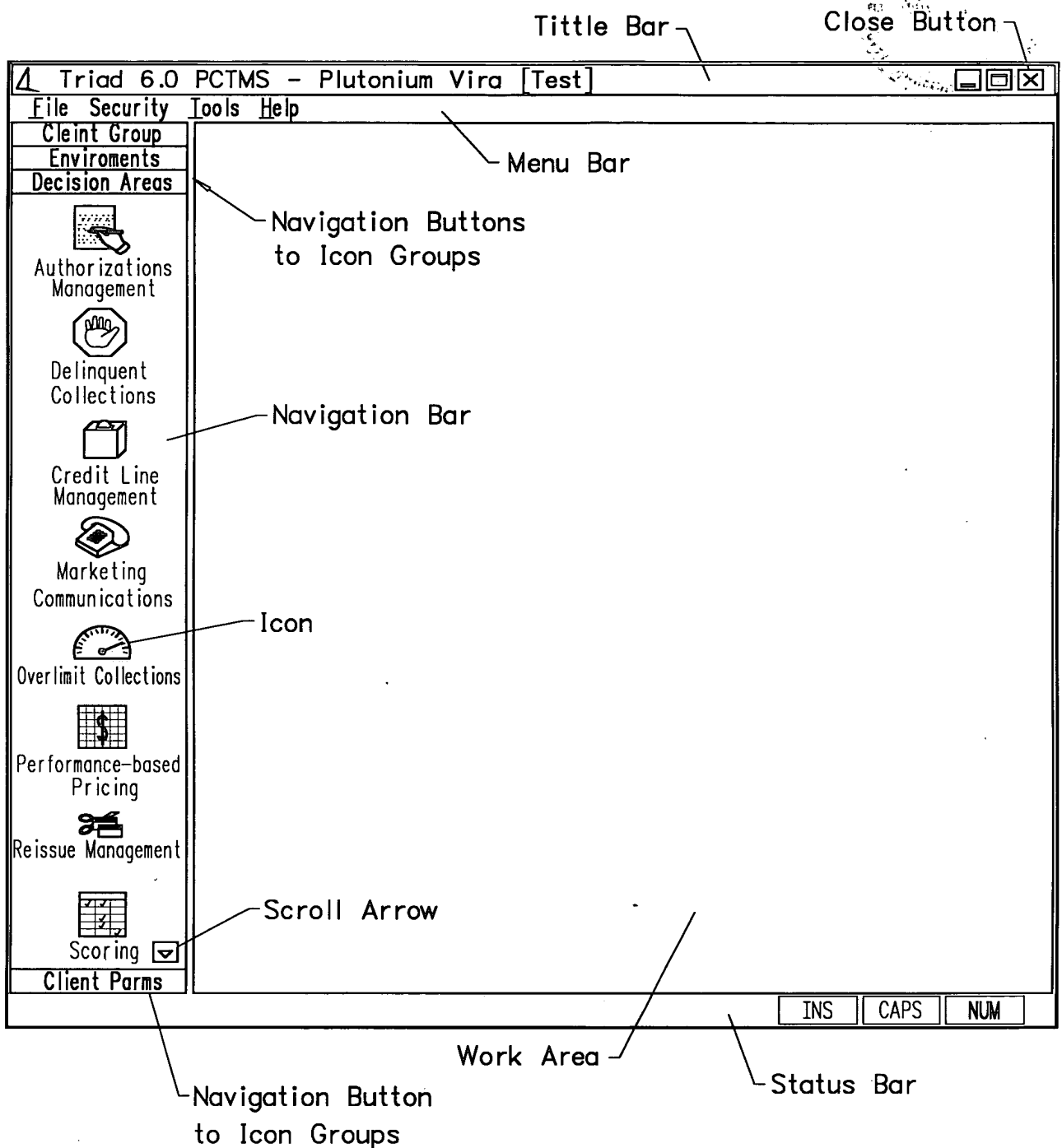
OK

Estimator Control dialog box.

FIG. 10

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PCTMS navigation Features.

FIG. 11

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Strategy Assignment

Digit Groups:

Add

Change

Delete

20

-

39

0

-

19

20

-

39

40

-

59

60

-

79

80

-

99

SPID:

1 Classic Regular

Digit Group 20 - 39 (20%)

Authorizations

102 Authorizations Challenger

Delinquent Collections

801 Delinquent Champion

Credit Line

701 Credit Line Champion

Overlimit Collections

901 Overlimit Champion

Performance-based Pricing

121 Pricing Champion

Reissue

111 Reissue Champion

Marketing Communications

Call Type:

1 131 Monitoring Champion

2 133 Activation Champion

3 135 X-Sell Champion

4 999 Not Used

5 999 Not Used

Billing

Stand-Alone

Stand-Alone

Stand-Alone

Stand-Alone

Ok

Cancel

Apply

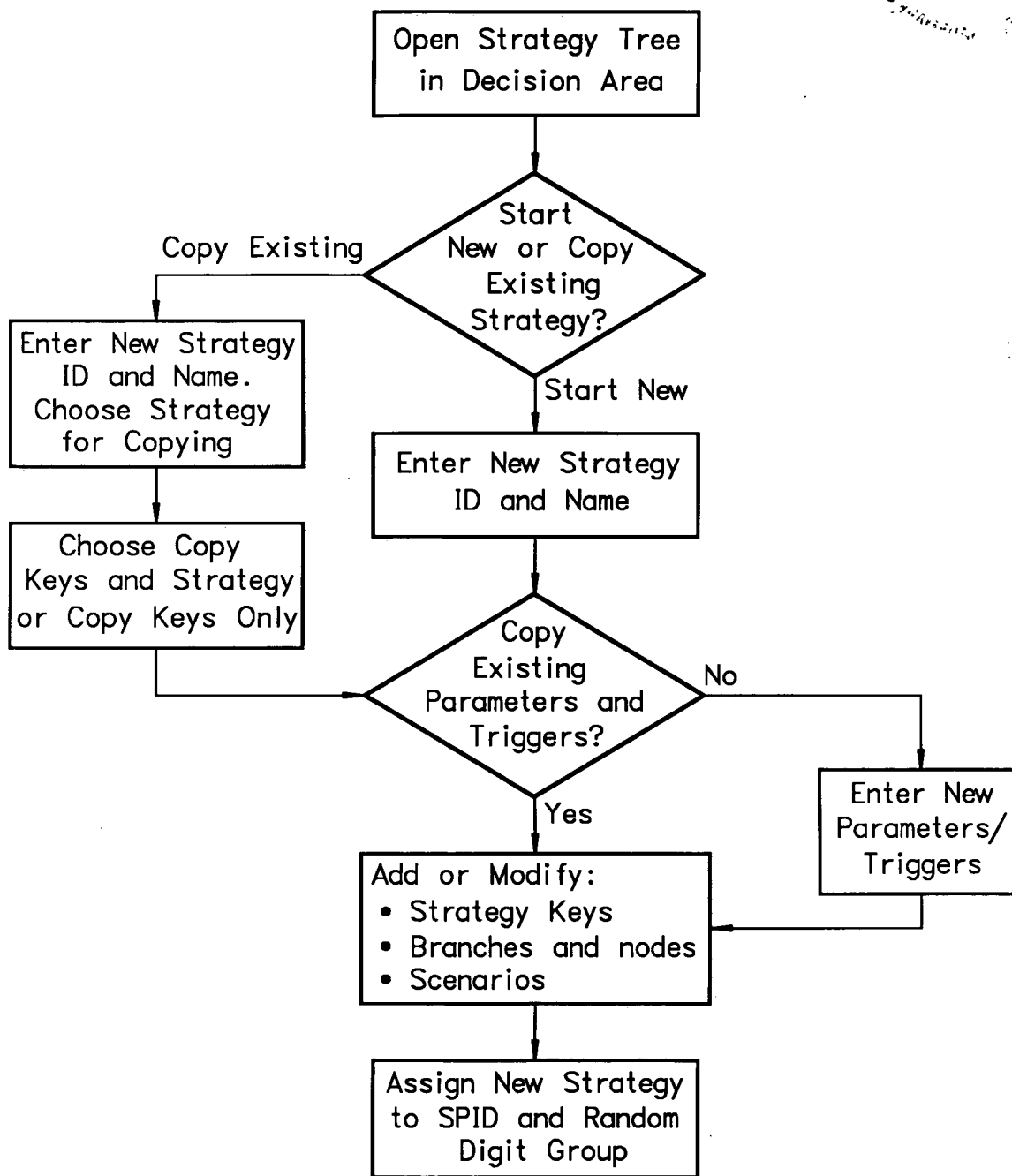
Range Low Value

Random Digit Group Range

Strategy Assignment dialog box.

FIG. 12

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Starting or Modifying a strategy.

FIG. 13